

From: "Louis Grimmelbein" <GrimmelL@arentfox.com>
To: <dwhitis@mail.state.tn.us>
Date: 4/24/00 11:56am
Subject: Re: BroadStreet Communications, Inc. (00-00249)

Attached is the letter I am faxing to the TRA this afternoon.

>>> "Darrell Whitis" <dwhitis@mail.state.tn.us> 04/19/2000 11:32:26 AM >>>
Dear Mr. Grimmelbein:

I am e-mailing your office for confirmation of the fax regarding the data request for BroadStreet Communications, Inc.

If your office has not received the fax yet, please let us know. We can be contacted at (615) 741-2904 (ext. 132).

Sincerely,

Darrell Whitis
Telecommunications
TRA

POSTED
5-3-00

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VIA FACSIMILE AND U.S. MAIL

April 24, 2000

Mr. David Waddell
Executive Secretary
Tennessee Regulatory Authority
Docketing
Telecommunications Division
460 James Robertson Parkway
Nashville, TN 37243-0505

Re: Application of BroadStreet Communications, Inc. for a Certificate of Convenience and Authority to Provide Facilities-Based and Resold Local Exchange Service and Intrastate Interexchange Telecommunications Services Within Tennessee (the "Application"); Docket No. 00-00249

Dear Mr. Waddell:

This letter is in response to your April 19, 2000 letter to me regarding additional information on BroadStreet Communications, Inc. ("BroadStreet")

BroadStreet's business plan contemplates that it will primarily provide DSL service to its customers but it expects to receive full reciprocal compensation for calls to ISPs. Based on BroadStreet's projected revenue per line assumptions, reciprocal compensation will account for five percent or less of BroadStreet's revenues. However, such projections are based on incomplete information. For instance, BroadStreet does not have sufficient information regarding the ISP market penetration of the other telecommunications service providers. Therefore, BroadStreet's five percent assumption may rise or fall depending on the success of BroadStreet in penetrating the ISP market.

scasxc

April 6, 2000

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Should there be any questions or additional information required, please do not hesitate to contact me at (202) 857-6223. Thank you.

Respectfully Submitted,

Louis J. Grimmelbein
Attorney